

October 7, 2002

Federal Communications Commission
Washington, DC

Re: Comments on Proceeding 02-306, SBC / Pacific Bell Long Distance Application

Dear Commissioners,

I am writing the letter in support of SBC / Pacific Bell's application to provide long distance services in California. My company, Axcelerant, is a provider of VPN and managed network security services to large enterprises. In our normal course of business, we purchase a variety of telecommunications and Internet services from SBC / Pacific Bell, as well as from other carriers.

As you are well aware, SBC's California application has been under scrutiny in the regulatory process for over 4 years. The California PUC has held numerous reviews, and has subjected SBC to strict requirements to open their network to competition. We feel that Pacific Bell has risen to address these difficult requirements successfully.

The long distance marketplace has changed dramatically over the last decade. We need to move to a simpler and more customer-friendly model for purchasing long distance services. The artificial separation of local and long-distance is no longer an economically efficient concept. Being forced to do business with so many carriers, and deal with the complex rate structures that exist today is an unfair burden for consumers and businesses.

With the recent financial crisis surrounding a number of carriers, choice has become mission-critical to Companies like Axcelerant. We need to have Pacific Bell as a dependable supplier of these services, or we place our business at risk.

Other local ILECs, such as Verizon, are providing complete service including long distance in their service areas in California. Why should Pacific Bell customers have to put up with less choice, higher costs, and threats to the operation of their mission-critical systems?

Sincerely,

Robert G. Heintz
CEO
Axcelerant, Inc.